

## Message Text

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PAGE 01 STATE 043953  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 R

DRAFTED BY BED:OIM:MRD:SAKELLER  
APPROVED BY EB/OCA/CD:REDAY  
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BED:OIM:DTRAFTON  
BED:OIM:EMBELDEN  
BED:OIM:OPD:GZANETAKOS  
,ED:OIM:ALEONARD  
EUR/RPE:RLAMANTIA (INFO)  
-----097175 190737Z /23  
R 180933Z FEB 78  
FM SECSTATE WASHDC  
TO AMEMBASSY LONDON  
AMEMBASSY STOCKHOLM

UNCLAS STATE 043953

E.O. 11652: N/A

TAGS:BBSR, UK, SW

SUBJECT:GLOBAL MARKET RESEARCH - COMPUTERS AND RELATED  
EQUIPMENT - SWEDEN

1. ASSISTANCE REQUESTED FROM STOCKHOLM AND LONDON IN  
SOLICITATION OF BIDS FOR SUBJECT RESEARCH NEEDED BY  
COMMERCE TO SUPPORT U.S. PARTICIPATION IN SEPTEMBER 1979  
EDP AND BUSINESS EQUIPMENT EXHIBITION (DATA KONTOR) IN  
STOCKHOLM AND AS INPUT FOR UPCOMING GLOBAL MARKET SURVEY.  
RESEARCH NEEDED IN COMMERCE JULY 14 WHICH CALLS FOR  
SUBMISSION TO POST BY JULY 7. FIVE COPIES SPECIFICATIONS  
SENT TO EACH POST VIA APO AND FPO FEBRUARY 16.

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2. CONTRACT WILL BE FIXED PRICE WITH ONE-THIRD PAYMENT  
ON SUBMISSION OF MID-SURVEY PROGRESS REPORT SATISFACTORY  
TO POST, ONE-THIRD ON SUBMISSION OF COMPLETED RESEARCH  
SATISFACTORY TO POST, AND ONE-THIRD ON ACCEPTANCE OF  
RESEARCH BY COMMERCE. SPECIFICATIONS WILL FORM INTEGRAL  
PART OF CONTRACT.

3. BID PROPOSALS ARE TO INCLUDE NAMES AND QUALIFICATIONS OF PERSONS TO BE ASSIGNED TO RESEARCH. PROPOSALS SHOULD PROVIDE DESCRIPTIONS OF PRIOR RESEARCH DONE ON SIMILAR OR RELATED THEMES INCLUDING NAMES OF CLIENTS FOR WHOM

RESEARCH CONDUCTED. PLEASE CABLE BID PROPOSAL SUMMARY WITH POST RECOMMENDATION TO COMMERCE OIM/MRD BY MARCH 10. ASSUMING SATISFACTORY PROPOSAL RECEIVED COMMERCE AWARD AUTHORIZATION WITH FISCAL DATA WOULD FOLLOW PROMPTLY. ONE COPY OF EACH PROPOSAL SHOULD BE AIRMAILED TO OIM/MRD ROOM 1204.

4. FOR LONDON: SOLICITATION OF BIDS FROM U.K. MARKET RESEARCH FIRMS IS REQUESTED IN ORDER TO MAKE BIDDING MORE COMPETITIVE. ASSISTANCE FROM LONDON IS APPRECIATED. VANCE

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## Message Attributes

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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014